Director of Industry Strategy & Partnerships

SNI Global (Soy Nutrition Institute Global)

Location: 100% Remote
Travel: Approximately 15%
Reports to: Chief Executive Officer
Compensation: $120,000-$138,500 based on experience; geographic differentials may apply.

About SNI Global

Soy Nutrition Institute Global (SNI Global) is a nonprofit organization dedicated to advancing the understanding of soy and its role in human health and nutrition through scientific research, evidence-based communications, advocacy, and industry collaboration.

Established in 2022, SNI Global brought together the Soy Nutrition Institute (SNI), a research-focused organization founded in 2004, and Soyfoods Association of North America (SANA), one of North America's leading soy foods trade associations. This combination united SNI's scientific expertise and research foundation with SANA's industry relationships, market knowledge, and experience promoting soy foods. Together, these strengths created a broader organization uniquely positioned to connect science, industry, and strategic engagement.

Our mission is to discover, illuminate, and advocate for soy's role in human health and nutrition, using scientific evidence to promote consumption globally.

SNI Global works at the intersection of science, food, nutrition, and public policy. We support research on soy protein, soybean oil, soy foods, and their relationships to human health; translate scientific findings into relevant information for healthcare professionals, industry stakeholders, and policymakers; and advocate for evidence-based approaches to nutrition and regulatory issues.

Our members represent the full soy value chain from soybean farmers and ingredient suppliers to global food manufacturers, consumer brands, and allied organizations. Through these relationships, SNI Global connects diverse stakeholders around shared opportunities, strengthens the scientific foundation for soy, and helps address barriers to its acceptance and utilization.

Guided by a forward-looking strategic plan, SNI Global is expanding its influence through scientific discovery, strategic communications, policy engagement, industry partnerships, and innovative approaches to collaboration.

Our vision is to be the global scientific voice of soy for human health and nutrition.

Learn more at **www.SNIGlobal.org**.

The Opportunity

SNI Global is seeking an accomplished, strategic, and relationship-driven professional to serve as our **Director of Industry Strategy & Partnerships.**

This position offers an exciting opportunity to help shape the future of a growing, science-based organization operating at the intersection of food, nutrition, human health, and industry innovation.

Aligned with SNI Global's Industry Strategy & Partnership strategic pillar, the Director's primary responsibility is to identify emerging strategic opportunities and translate them into partnerships, initiatives, and new sources of value that drive organizational growth and impact.

Through strategic engagement, market development, and collaboration, the Director will strengthen member and partner relationships, expand SNI Global's influence, diversify revenue, and develop innovative programs and services that advance the organization's mission and long-term sustainability. Working directly with the CEO and collaboratively with SNI Global's Science, Communications & Outreach, and Policy leadership, this individual will translate organizational capabilities into meaningful value for members, partners, funders, and other stakeholders.

The Director will lead strategic business development and relationship initiatives while collaborating with functional directors, who retain responsibility for scientific content, communications strategy and execution, and policy development within their respective areas.

The ideal candidate combines strategic vision with exceptional relationship-building skills and an entrepreneurial mindset. It should be someone who recognizes emerging opportunities, connects people and organizations, and turns promising ideas into measurable organizational impact.

Core Responsibilities

Strategic Opportunity Development & Stakeholder Engagement

- Identify and prioritize emerging industry trends, unmet stakeholder needs, and collaborative o pportunities that can be translated into strategic initiatives, new partnerships, and measurable organizational growth.
- Lead stakeholder engagement strategies for members and prospective members, industry leaders, researchers, allied organizations, government agencies, funders, and strategic partners.
- Expand and maintain SNI Global's network of scientific experts, healthcare professionals, industry leaders, universities, NGOs, and government organizations in collaboration with the CEO and functional directors who manage established relationships.
- Monitor stakeholder sentiment, industry trends, and emerging opportunities to inform organizational strategy.
- Represent SNI Global with executive presence at conferences, partner meetings, and industry events.

Strategic Partnerships & Collaborative Initiatives

- Identify, negotiate, and activate strategic partnerships and coalitions that advance organizational objectives.
- Work cross-functionally with SNI Global's CEO, Research Director, Communications & Outreach Director, and Policy Director to develop and implement partnership initiatives.

Membership Growth & Business Development

- Grow and retain membership through compelling value propositions, targeted engagement strategies, and effective relationship management.
- Identify opportunities to strengthen member value, increase participation, and deepen long-term organizational relationships.
- Develop innovative programs, services, and sponsorship opportunities that generate new revenue and expand organizational impact.

Organizational Marketing & Strategic Positioning

- Lead the development of SNI Global's strategic market positioning, stakeholder value propositions, and organizational growth opportunities in collaboration with the Communications & Outreach Director, who retains responsibility for communications strategy and execution.
- Identify emerging industry issues, stakeholder concerns, and strategic opportunities that may impact SNI Global's relationships, reputation, or organizational growth, and collaborate with appropriate functional directors on response strategies.

Develop strategic messaging needs, executive briefing requirements, communication toolkits, and stakeholder outreach plans in advance of major initiatives, meetings, conferences, and public engagements. Plans will be implemented collaboratively using SNI Global staff, contractors, and other resources

Strategic Convening & Network Activation

- Plan and activate strategic engagement surrounding events, summits, roundtables, and coalition meetings to maximize relationship-building before, during, and after each engagement.

  Leverage SNI Global's relationships and strategic networks to identify opportunities for collaboration, organizational growth, and greater collective impact.

Qualifications

Required

- Bachelor's degree.
- At least eight years of progressively responsible experience in stakeholder engagement, industry relations, business or market development, corporate engagement, or closely related functions.
- Demonstrated success personally originating, developing, and activating external partnerships or growth initiatives that produced measurable organizational or business outcomes.
- Exceptional relationship-building and interpersonal skills, with demonstrated ability to engage executives and diverse stakeholders.
- Strong strategic planning, executive communication, facilitation, negotiation, and project execution skills.
- Ability to recognize emerging opportunities, develop strategic approaches, and translate ideas into actionable strategies, collaborative initiatives, or new revenue opportunities.
- Demonstrated ability to collaborate across functional teams and engage external partners to achieve organizational objectives.
- Excellent written and verbal communication skills.
- Ability to work effectively in a remote environment and travel for industry meetings and stake holder engagement.

Preferred

- Master's degree.
- Experience in food, nutrition, healthcare, life sciences, consumer products, or related industries involving complex stakeholder relationships and strategic partnerships.

- Experience within a trade association, nonprofit membership organization, or industry-supported scientific organization.
- Demonstrated success in membership development, strategic partnership activation, sponsorship development, or funding diversification.
- Experience developing new programs, services, or collaborative business models.
- Familiarity with multi-stakeholder initiatives involving industry, scientific organizations, and government or regulatory communities.

What Success Looks Like

Success in this position will be evaluated through contributions to SNI Global's strategic goals, including:

- Membership growth, retention, and engagement.
- Increased awareness of SNI Global's organizational value proposition among prospective members and strategic partners.
- Effective identification, anticipation, and management of emerging issues, including timely stakeholder engagement, cross-functional coordination, and protection of organizational credibility and relationships.
- Strategic partnerships and coalitions established and activated.
- Revenue generated through sponsorships, grants, collaborative initiatives, and innovative services.
- Stakeholder satisfaction and strength of executive-level relationships.
- Identification and advancement of strategic business development opportunities.
- Growth and activation of SNI Global's strategic network.
- Measurable outcomes from events, convenings, and stakeholder engagement initiatives.

Why Join the SNI Global team?

Make a meaningful impact. Help advance the role of credible science in shaping the future of food, nutrition, and human health. Our work connects scientific discovery with real-world opportunities to influence understanding, decisions, and outcomes.

Build influential relationships. Work with leaders across the food and nutrition value chain, research institutions, healthcare organizations, industry associations, and government.

Create new opportunities. Help develop innovative partnerships, collaborative initiatives, and new models that expand organizational impact.

Work with a collaborative leadership team. Partner directly with the CEO and experienced leaders across science, communications, and policy in an organization that values strategic thinking, initiative, and collaboration.

We are a nimble, resourceful team that respects diverse perspectives, shares expertise, and takes pride in accomplishing more than our size might suggest.

Work in a culture grounded in integrity and credibility. We value intellectual honesty, humility, scientif ic rigor, resilience, and genuine relationships. We take our work seriously without taking ourselves too seriously, bringing energy, curiosity, and enthusiasm to the challenges and opportunities ahead.

Help shape what's next. We value people who see possibilities, take initiative, challenge conventional thinking, and enjoy building something new. Individual contributions matter, and collective success is what drives us.

Enjoy flexibility and benefits. This position is 100% remote, with approximately 15% travel for meetings, conferences, and stakeholder engagement. We offer a flexible, results-oriented work environment, flexible paid time off, a health insurance stipend, and an IRA retirement plan with a company match. We value personal accountability, autonomy, and delivering high-quality work while supporting employees' well-being and long-term financial security.

How to Apply

Interested candidates should submit a résumé and cover letter with a short response to the three questions below to hiring@sniglobal.org.

> Partnership origination: Describe a strategic partnership or industry initiative you personally originated, including the organizations involved, your role, and measurable outcomes.
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> Industry experience: Describe your experience developing strategic relationships or partnerships across organizations or industries. How would you translate to SNI Global's work at the intersection of food, nutrition science and industry?
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> Entrepreneurial capability: Give an example of a new revenue stream, market opportunity, program, or business model that you identified and helped bring to market.

Application deadline: December 4th, 2026

SNI Global is an equal opportunity employer and is committed to providing equal employment opportunities to qualified applicants.